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TO RUEHC/SECSTATE WASHDC IMMEDIATE 2194
INFO RUEAIIA/CIA WASHINGTON DC PRIORITY
RHMFIUU/FBI WASHINGTON DC PRIORITY
RUCPDOG/USDOC WASHDC PRIORITY
RUEKJCS/SECDEF WASHINGTON DC PRIORITY
RHMFIUU/HQ BICE INTEL WASHINGTON DC PRIORITY

UNCLAS ATHENS 001035

SENSITIVE
SIPDIS

PM/DTCC - BLUE LANTERN COORDINATOR
PM/DTCC - TIMOTHY MAZZARELLI

E.O. 12958: N/A
TAGS: [KOMC](#) [ETTC](#) [GR](#)
SUBJECT: BLUE LANTERN RESPONSE: PRE-LICENSE END-USE CHECK
ON APPLICATION 050108207

REF: SECSTATE 67610

1. (SBU) On July 15, Economic Officer, Political Officer and an officer from the Office of Defense Cooperation (ODC) visited Nik Kioledes SA's office in Nea Kifissia per reftel. Immediately prior to this meeting, Post verified the bona fides of Nik Kioledes with the GoG, and found it to be a large and legitimate company. EconOff verified that multiple representatives from Post, including previous reps from Econ, Pol, ODC, Exec and others have visited the site in recent years. Based on inquiries and the site visit, Post is not aware of any current derogatory information on Nik Kioledes SA.

2. (SBU) In response to the questions in reftel, EconO&f/5nd t(at Ni) Kioledes SA was founded in 1965, an\$ ente2ed the defense industry in 1978. Kioled%\$ expre3sed familiarity with the r%-export and t2ansfer restrictions and pointe\$ out that the c/mpany is NATO registered. The #ompa.y's r#gula2 customers include Lockheed MarTin, Marvine Lance Systems (for the Hellenic Army's M113), Gishner, British Aerospace, Oshkosh, Stewart and Stevenson, TECOM, Tallis, Drexel, and Krausman Weggman. Kioledes specializes in trailers, shelters, cabins, water tanks, fuel tankers and tank transporters. While much of his business has been with the Hellenic Ministry of Defense, Kioledes has also participated in Leopard tank construction. He indicated that while he has only had limited success so far, he seeks to expand business into the Balkans.

3. (SBU) In regards to the specific order in reftel, Kioledes indicated that their plan is to produce a wagon and assemble it to the HMTT truck at their larger facility in central Greece. The product will then be transported directly to the registered end-user. Kioledes indicated that Synergy Hellas plays no role, and should not have access to the technical data involved. Oshkosh uses Synergy Hellas on the commercial side of the transaction, and therefore any contact between Kioledes and Synergy Hellas is indirect.
SPECKHARD